

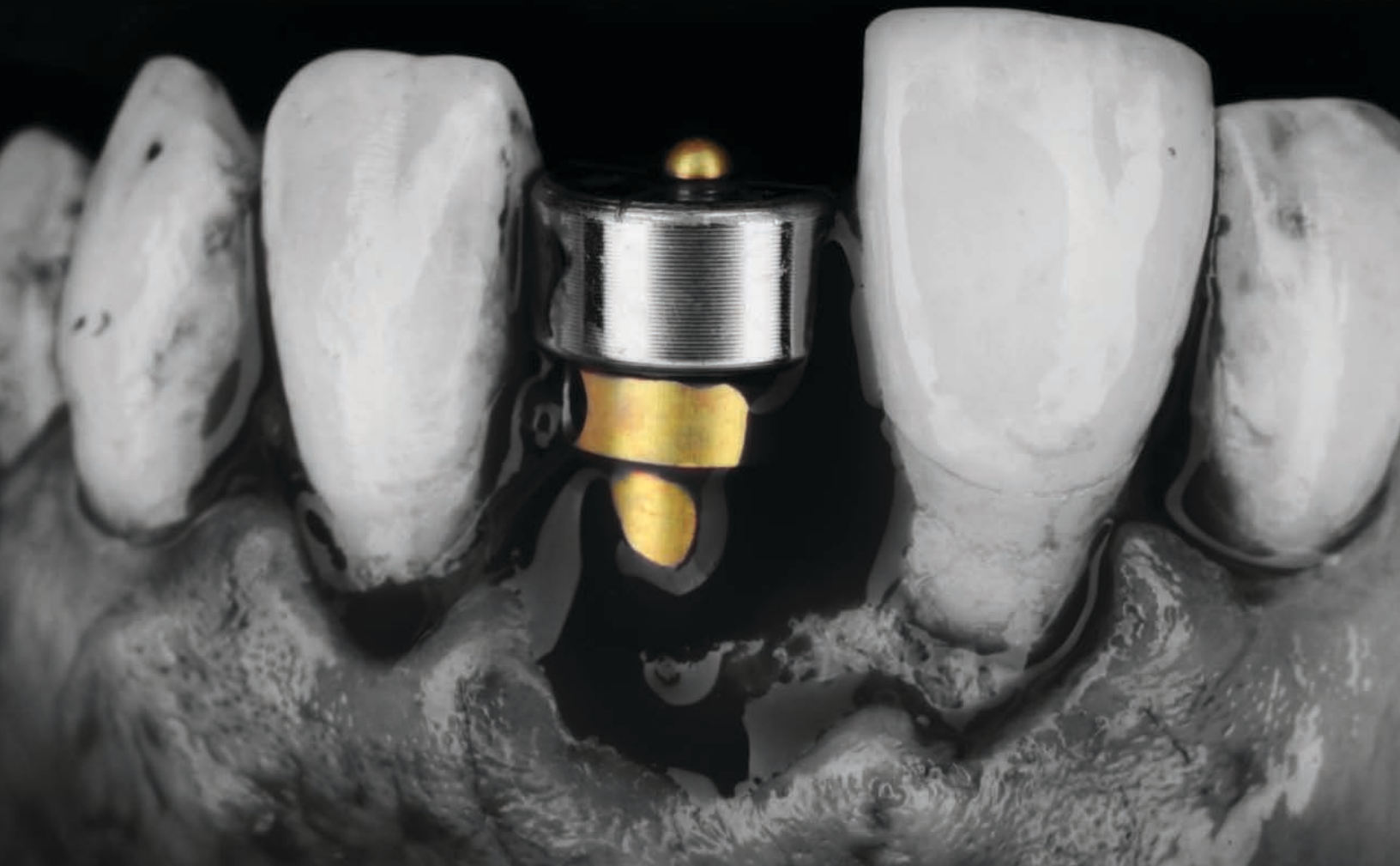
# ACP MESSENGER

Spring 2020

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ACP 50

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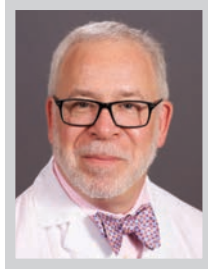
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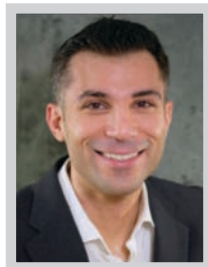
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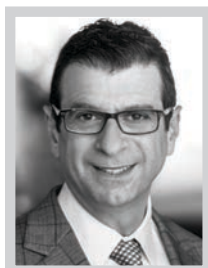
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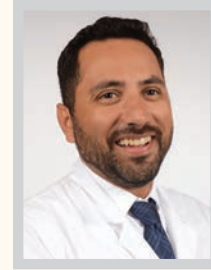
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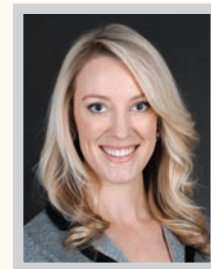
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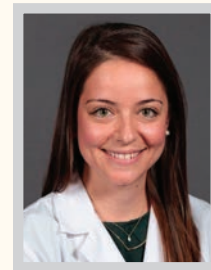
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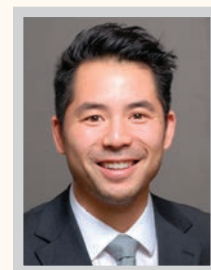
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# The prosthodontic pendulum

Miles R. Cone,  
DMD, MS, CDT, FACP  
*ACP Messenger* Editor-in-Chief

When it comes to my role as a private practice clinician, I'm a goal-oriented, motivated, and enthusiastic individual. Most days I can't wait to get to the operatory to put my skills and abilities to use for the service of others and the advancement of prosthodontics. As it turns out, daily enthusiasm is both a fickle and ephemeral emotion that can rapidly sublimate into indifference.

Without chagrin, I openly admit that there are certainly times when I am unfulfilled with patient care, frayed at the edges in the laboratory, and entirely burned out. On those days when energy is replaced by apathy, my entire body feels like a tuning fork, and I find myself secretly wishing for my patients to cancel their appointments so that I can garner enough escape velocity to exit the abyss and reach the surface to decompress.

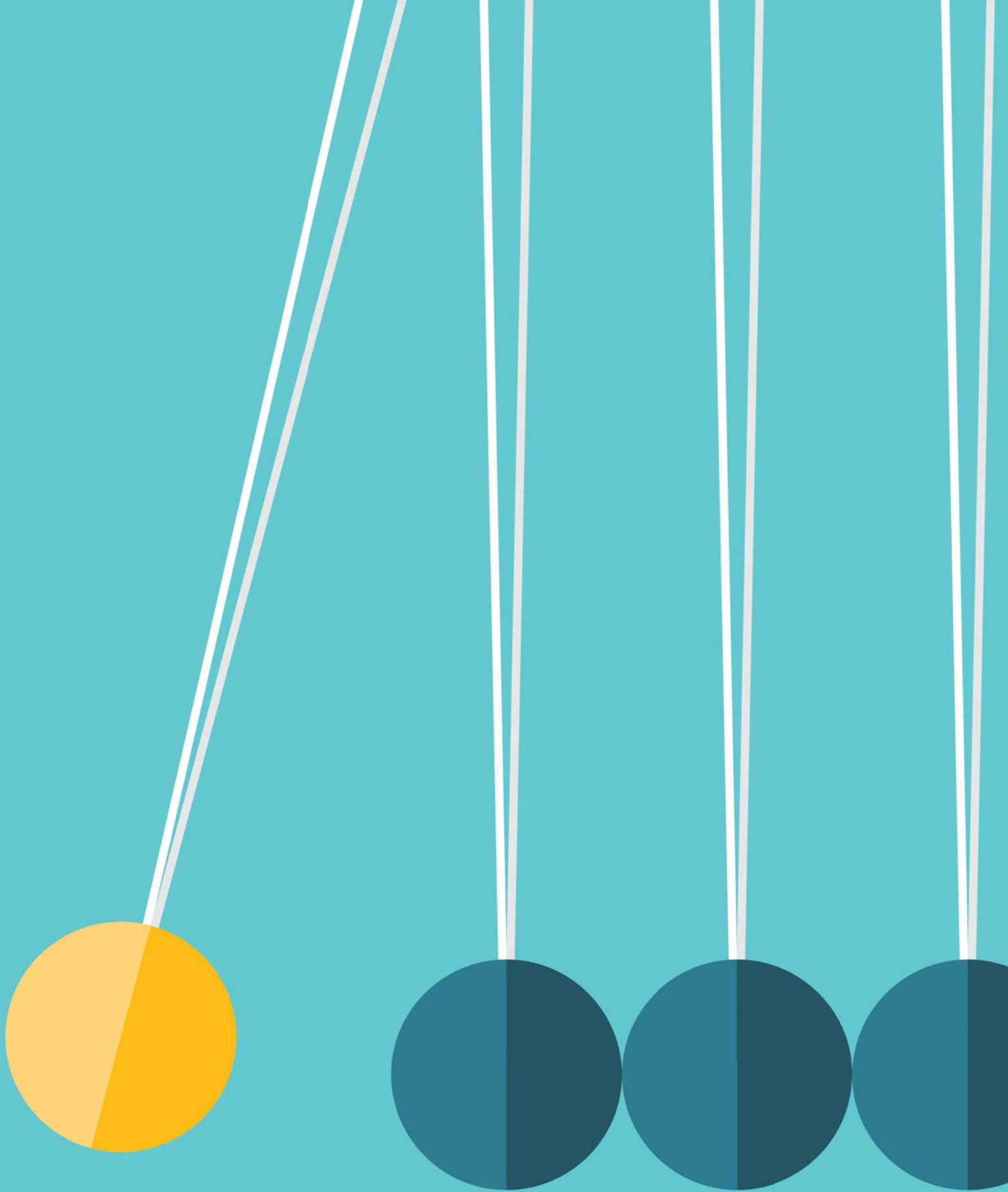
This is merely an anecdotal observation, but I find that my highs tend to mirror my lows, and I am never able to find a middle ground where I can coast on autopilot. I'm either full-throttle, or I'm idle.

I believe that the truly passionate prosthodontists of our time do not harbor lukewarm feelings for the profession. Any project that is worth doing, is worth over-doing. They are ambitious, passionate, and constantly in motion. This motion resembles a perpetual pendulum. The pendulum swings auspiciously in one direction and then swings inevitably toward its fatefully equal and opposite polar counterpart with vigorous inertia and purpose. At these moments, there is no shame in wanting to distance yourself from your work, taking a break, and stepping away from the handpiece. It is ill-logical and naïve, after all, to believe that every treatment plan will be able to establish a new standard for care in your office, or that every new case will represent

the benchmark for which you will judge all future patient outcomes. An empty tank means that the engine is being put to use.

In the pages of the spring 2020 *ACP Messenger*, our featured articles showcase the mindset and mentality of prosthodontists who have acquired substantial momentum and are pushing their pendulum. Our interview with Dr. Anthony Sallustio offers candid insight into his practice philosophy, how he creates an exceptional patient experience and an in-depth look at his consultation protocol. Also, in this edition, Dr. Panos Papaspyridakos outlines the necessity that on-going research plays, not only in the drive to answer our burning questions related to clinically relevant dentistry but also in the catharsis of fulfilling our basic desires to make meaningful contributions to the field of prosthodontics.

I made a promise to myself that the day prosthetic dentistry felt like work and stopped being fun, I would quit. Well, that day came and passed long ago, and here I am – still trying to save the world with fake teeth. As my career unfolds year after year, the onset of compassion burnout has become a routine, yet brief phase of my life in the clinic. I no longer view it as a signal of weakness, rather I allow it to act as a personal barometer that stands as a testament to my fully committed patient care and the fulfillment of my duties as a prosthodontist. ■



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# Clinical trends coming out of Chicago

ACP Messenger  
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What are the latest advancement in digital technology? What will be the product of the future? To answer these questions, clinicians and companies from around the world come to Chicago every February for a variety of meetings, educational opportunities, and social gatherings.

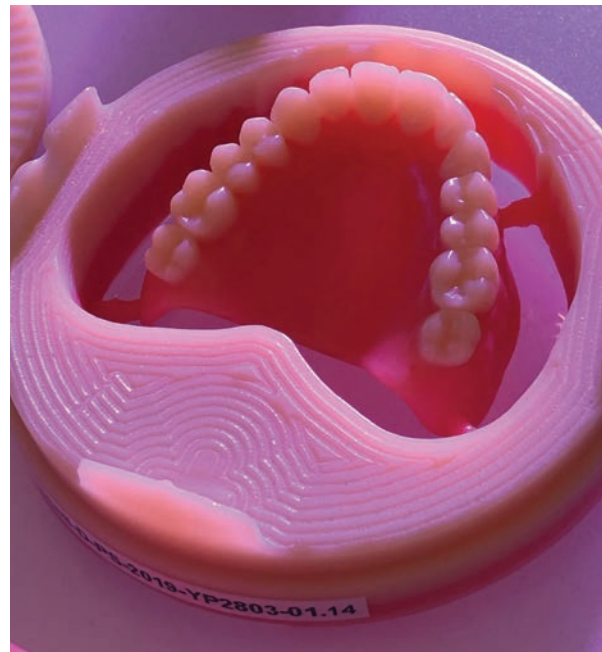
This is where a lot of new technology is debuted, where the latest trends shine, and where you learn how the industry is moving forward. This article contains some observations of trends made by the ACP Messenger Editorial Board at various meetings, including the ACP's Digital Dentistry Symposium.

## Digital Dentures

One of the biggest trends in clinical applications is digital dentures. While these have been around for a while now, there are increasingly more companies in the industry that can provide this service, and new ways to approach this treatment method.

Trends seem to be moving toward an increase in digital denture production, and a move toward producing digital dentures using additive manufacturing, i.e. printing. Companies are releasing new materials, new printing resins that can fabricate, allow for fabrication of stronger dentures, while increasing the esthetic of the materials as well.

The other option is the fabrication of those digital dentures through subtractive technology, or subtracting technology, i.e. milling. The milling of preprocessed, or completely polymerized blocks of both pink and white resin.



Hybrid white and pink milling puck.



The ACP's Digital Dentistry Symposium was held Feb. 18-19 in Chicago, along with many other dental meetings, lectures, and workshops.

One of the hot topics of this year was the different avenues for fabrication of the digital dentures. Not just the materials, but the different options for communication with the lab, which is the acquisition of information necessary for the fabrication of the digital dentures.

### Changes in the Lab

An interesting aspect of digital dentistry is the evolution of communication between the prosthodontist and the lab.

Many clinicians are keeping lab procedures in-house, so a lot of clinicians now are lab technicians, or they employ lab technicians. Many of them attend dental meetings trying to see what they can bring back and implement in their practice. Clinicians who do not have an on-site lab are often trying to understand how to better collaborate with lab technicians; what information do they need, what information do they have, and what is the best way to communicate together.

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One example of this increased digital communication is a digital facebow which provides a digital transfer of the maxillary position and patient jaw movement dynamics directly to the digital articulator.

---

Communication with the lab has changed a lot in the last few years. This year the industry seemed to highlight the ability to record patient information through STL files, DICOM files, and the ability to record jaw movements. Many companies are trying to replace traditional analog facebows and articulators with digital solutions to allow communication of these parameters in a fully digital workflow which may prove to be faster and more reliable.

This allows you to take an intraoral scan, record a digital facebow, and have a true fully digital workflow with customized jaw movements.



Additionally, there were many companies looking to simplify the implant workflow for clinicians and laboratories. Historically, manufactured original parts were considered to be the standard of care in our profession. However, recent acquisitions of smaller companies that manufacture implant components by large companies may indicate a true shift in our profession relative to the restoration of implants. Many clinicians and laboratories may see a benefit in using third party components for both cost and efficiency to record and restore implants.

Another shift that may occur relative to how we record implant positions is the use of photogrammetry via extra oral chairside implant position scanners. Photogrammetry technology may indeed revolutionize the way we digitally impress implants.

### **Materials: Zirconia for monolithic single units to full arch solutions**

Another interesting topic this year was the evolution of materials, like zirconium oxide. Many companies were highlighting their new options for zirconium oxide, with the main goal of increasing the esthetic characteristics of zirconium oxide.

There were also materials that can work with zirconium to increase the esthetics of pink tissue replacement, and the use of zirconia for monolithic single units to full arch solutions. Overall, there were a lot of new options of ceramics that work together with zirconium oxide to create better-looking, more esthetic restorations. ■

# The need for research, now more than ever

Panos Pappaspyridakos  
DDS, MS, PhD

How can this treatment be done faster, easier, more efficient and with less pain? How long will it take to complete and how long will it last? These questions are often asked of educators and clinicians by residents and patients, and are ultimately the reason research is conducted.

It is the pursuit of answers to questions like this that lead one to research!

Solutions or answers to clinically relevant issues that dental specialists face daily are not always simple. Rather, they can be quite difficult and should be based on evidence. Yet, so little of daily practice is evidence-based.

Research in dentistry seeks either answers or solutions to problems encountered, or assesses the efficacy of treatment protocols, and materials that are used. The dental field is ever changing especially now with the introduction of digital technology and its applications in every field. Companies try to keep up and constantly come out with new products. Dentists are trying to keep up with the companies, technology, competition, patient treatment, and satisfaction. While at the same time, patients are searching for quality treatment with reasonable cost.

The link between these things is research.

Research in dentistry can be fulfilling and is often required by many U.S. prosthodontic residency programs, through the Master of Science route or just as part of the curriculum.



The university clinic is a great hub for the resident to develop research project ideas, clinical questions that need answers, and pursue pre-clinical or clinical investigation. Additional advantage of involvement with research is the networking that can be achieved by meeting and collaborating with colleagues. Finally, publishing high quality and clinically relevant research can be leveraged toward self-promotion in one's private practice.

There are three main points that every resident should bear in mind when thinking about a project and how to initiate the process.



### 1 Get an idea

It can be anything as long as it is clinically relevant; An issue you face in the clinic while treating patients. A limitation in the workflow while you do lab work. A protocol that you saw in a lecture presentation or a meeting that can be improved. A new product that you saw in a vendor exhibit. A new scanner or 3D printer that was introduced by the industry. Brainstorm with co-residents, share and exchange ideas and you will come out with interesting findings. If you have a clinically relevant idea, pursue it.



### 2 Get funding

Funding is essential in the research process. One way to obtain funding is through organizations and foundations that support dental research. If you belong to a professional association, see what research funding opportunities they have. Another great option is funding through corporate companies.



### 3 Get going with it

Once the idea, the research protocol, the timeline, and the funding are in place, then it is time to get going with it!

Once the research goal, budget and timeline are set, then the research process becomes streamlined. And remember: there are no problems only solutions, and research is the means to find the solutions! ■

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Your prosthodontist can give you a brand-new set of dentures that look and feel great. You're in control when it comes to how long they stay that way.



### CLEAN DAILY

Food particles, debris, and plaque must be removed from your dentures every day. Otherwise, bacteria and fungi will begin to collect, which can affect your denture and your oral health. Careful daily cleaning also helps prevent gum irritation and fungal infections like oral thrush – not to mention bad breath.

Follow these steps to keep your dentures clean:

- 1. Soak your dentures with lukewarm water.
- 2. Brush your dentures with non-abrasive denture cleanser and denture brush, as recommended by your prosthodontist (page 12).
- 3. Soak your dentures in water or a commercial cleaning solution overnight (page 12).
- 4. When they're not in your mouth, your dentures must be stored or moistened. If your dentures dry out, they may warp and not fit your mouth (page 4).
- 5. Rinse your dentures thoroughly before putting them into your mouth for the day.



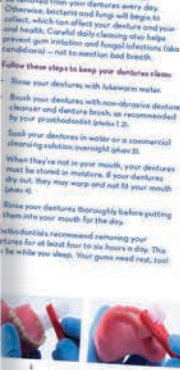
Refrain from consuming anything that could damage your dentures for at least four to six hours a day. This is while you sleep. Your gums need rest, too!

### USE ADHESIVES PROPERLY

Every day you should remove any leftover adhesive from the dentures and your mouth. Using a soft toothbrush, wash with antibacterial soap and water.

If you have any questions about using adhesives, ask your prosthodontist. Bear in mind that adhesives are not intended to make old dentures fit better. If your dentures don't fit as well as they used to, they may need to be relined, you may need a new denture, or you may need dental implants for added support.

Adhesives can help with stability, but they should not be used not as a main source of retention. If you find that you are using more adhesive to achieve the same level of comfort, have your dentures and gums checked by a prosthodontist.



Also available:

Dental Implants, Dentures, Dry Mouth, Oral Cancer, and TMJ/TMD



# New patient examinations and treatment plans – making an excellent first impression

An interview with  
**Anthony Sallustio**  
DDS

In this article, prosthodontist Dr. Anthony Sallustio discusses his approach to new patient encounters designed to set patients at ease and educate them on the complexities of their dental situation and treatment recommendations.

## What is your practice philosophy?

Exemplary dentistry delivered with integrity is the cornerstone of our practice. Our specialized team members work together to share their talents with patients, creating an extraordinary dental experience.

## How do you ensure this translates to your new patients?

In order to practice with a philosophy statement, it is imperative my partners and I lead with this vision. Systems have been put in place in order to fulfill the practice philosophy.

## Do the majority of your new patients come from referrals, internet, or word of mouth?

Most new patients are referred by surgeons and other dental specialists. The key for my practice growth is being a resource for the dental community. Prosthodontics is truly at the apex of treatment planning so I channeled into the specialists and formed groups of doctors that can collaborate and ultimately grow their practices. Creating exceptional experiences for them encourages referrals.

The goal of every new patient is to provide them with exceptional service on the first meeting. A first encounter like this can often result in a new patient referring their family and friends.



## How does your office prepare new patients for their first appointment and what information does your staff gather from the patient?

It all starts with the first phone call. Our patient coordinators need the verbal skills to help assist patients so that we are prepared for the first encounter. Besides the typical information, obtaining data including how they heard about us, directing them to our online registration and health forms link, and what data they should expect for us to help them with a diagnosis and plan. Recording the patient attitude will also help our staff know what we should expect when he or she arrives.

### When the patient arrives to your practice what is their check in experience like?

A warm welcome and personal contact is most important. Confirming that we have received the necessary records assures our patient the doctor and staff are ready for their appointment. We also have a private room with computer access and assistance to help those individuals who may have had challenges filling out online forms. We keep the reception area in order with fresh flowers, and welcoming staff. The clinical areas of our office have large windows facing gardens and high ceilings that ease patients when they enter the treatment room.

### What information does the assistant gather prior to the doctor entering the room?

Each day we huddle for 20 minutes reviewing the procedures of the day. One essential element of the huddle is presentation of the new patient to the staff from the patient coordinator. This ensures the assistant is prepared prior to meeting the patient and knows what additional information needs to be gathered prior to the doctor coming in the room, for instance if additional x-rays are needed.

### How much time do you book for a new patient examination and how did you manage that time with the patient?

A new patient is generally scheduled for an hour. The actual exam is about 20 minutes with the remaining time used to understand their motivators and concerns, dental history and data collection. Data collection consists of photographs, intra-oral scans, full series of x-rays and CBCT, if indicated. Our staff is highly trained, so they manage most of the data collection.



### How do you typically treatment plan your complex cases?

Formulating a treatment plan takes time, so patients are routinely scheduled for a separate planning appointment. However, there are times palliative treatment is indicated.

I have found that having photographs and coupling them with radiographic data and a list of motivators and concerns streamlines the process of planning the case. To improve the visualization, I normally use dual computer screens.

For the edentulous or soon to be edentulous patient, I follow a chart of observations I've made over the years of practice (Fig. 1). Understanding edentulous patient's history will help guide me through a process of recommendations that may or may not include dental implant therapy. The soon to be edentulous patient is challenging. Based on literature, I developed a grading system for the prognosis of teeth (Fig. 2). By giving a tooth a pass/fail or maybe grade, patients feel confident that I have not overlooked the possibility of salvaging teeth.



Fig. 1 Treatment planning for the edentulous or soon to be edentulous patient.

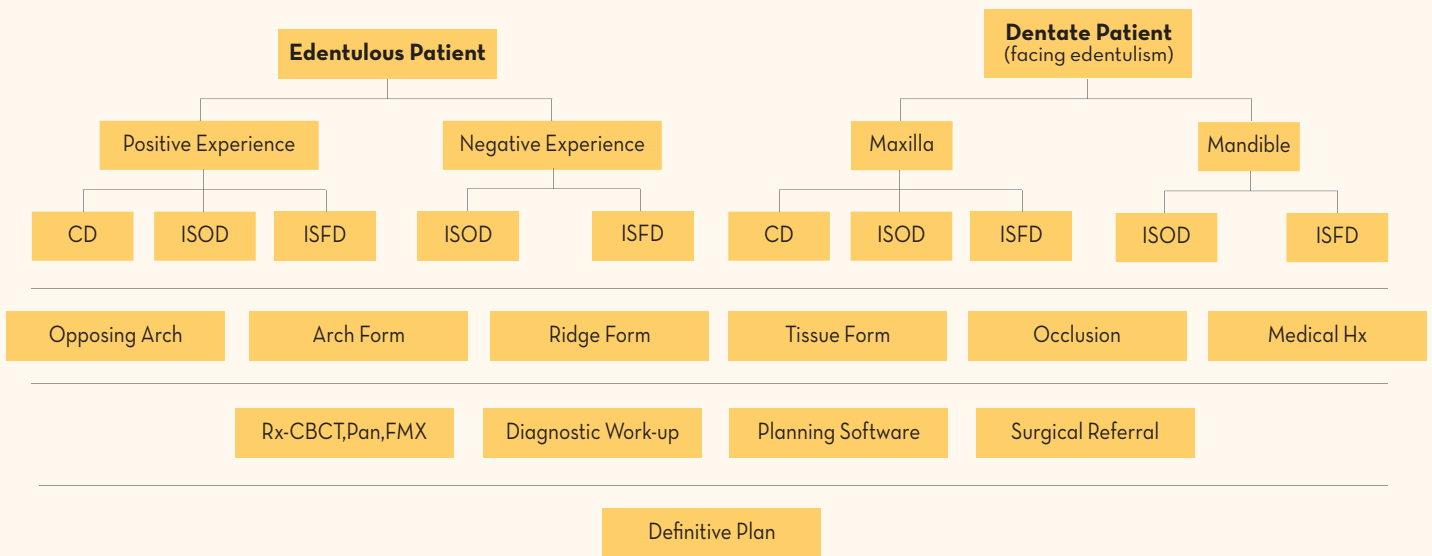


Fig. 2 When to keep or extract a tooth. Score each tooth with a +, +/-, - to help in your determination.

Prognostic Factors	Good (+)	Questionable (+/-)	Hopeless (-)
Perio	PPD $\leq$ 3mm BoP - PAL loss $\leq$ 25% FI degree $\leq$ 1	PPD $\leq$ 6mm BoP + PAL loss 50%	Insufficient Attachment
Endo	No Clinical Signs Decreasing RL	No Clinical Signs Persisting RL	Persisting Signs, RL, No further tx feasible
Implant	Absence of BoP Suppuration BL	BoP with or w/o bone loss	Mobility
Prosthetic	4mm wall height 15-20 taper 1-2mm Ferrel	$\leq$ Height > taper	< 1.5mm tooth CL/Ortho not feasible



### **How do you prepare for follow up consultations with patients and their significant others or family members?**

It's important to make connections at the consultation visit. I generally encourage a patient to be accompanied by a significant other or close friend for moral support. I have a stock Keynote presentation that can be filled with work up photographs, radiographs, and notes. The consult commences with a review of the patient's chief complaint. Patients appreciate the time we take to make sure we our plan meets their needs. I key into the motivators and concerns identified on the previous appointment and work them into the discussion.

### **What time of day do you prefer to have your follow up consultations and where do you perform your consultations?**

My preference is to be on time for consultations, so they are scheduled right after lunch. The office was redesigned several years ago to create a consult room with dual monitors. The privacy allows a patient and their guest to ask questions without the typical interruptions we have in practice. I use planning software for implant cases and review it with the patient. The integration of the technology and how it improves the delivery or treatment helps patients understand how we can help them. I can also have online discussions, at times with the referring doctor on the line, to truly communicate the plan.

### **What is the best tip you have for new clinicians as they begin practicing and establishing themselves in their local communities?**

The best practice tip I can recommend is be the ultimate communicator with referring specialists. I assure the patient that prior to their arrival, the referred to specialist will receive their photos and a summary of my discussions. The office coordinator will offer a courtesy call to the referring doctor to set up the appointment.

In summary, a new patient is seeking care for their needs, but they are also evaluating my staff and the confidence in what we do, the efficiency with technology, the cleanliness of the office, and efficient use of time. It's within this time a patient will decide if they can trust us to be their provider. My best advice is to set your protocol and practice it with your staff and any new staff that joins the practice. If a patient accepts treatment or decides to go elsewhere, I believe a prosthodontist has the best ability to connect a patient's need, educate them about their current state, and guide them to treatment options. I continually review the conversions of new patients and can reset on any of the areas in the new patient experience so that our practice remains successful. ■

# Welcome to GoToAPro.org – where patients find you.



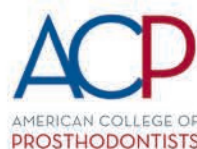
With a responsive design and new features, the ACP consumer website is designed to connect patients with prosthodontists, no matter where they are.

Features include:

- Find a Prosthodontist search, for patients to find a prosthodontist nearby
- FAQs on what sets prosthodontists apart, dentures, implants, and more
- Before and after patient photos
- Patient education videos
- Common conditions and treatment options

There's a lot to explore, but it all leads to one conclusion: for optimal oral health, nothing can match the advanced training and expertise of a prosthodontist.

Discover [GoToAPro.org](http://GoToAPro.org).



Your smile.  
Our specialty.®

# Strengthening current sections and future leaders

The ACP and ACP Education Foundation have a shared vision and strategic plan to propel the specialty into the future. At the heart of this vision is the success of each ACP member, section, and region. To help strengthen our sections, and help train future leaders of the specialty, the inaugural ACP Section Leadership Workshop was held Jan. 11–12, 2020.

Eighteen ACP section officers and emerging leaders representing 10 ACP state sections gathered at Nobel Biocare's facility in Yorba Linda, CA for informative lectures and valuable collaboration.

Attendees viewed and participated in presentations focused on strengthening leadership and communication skills, strategic planning, and financial responsibility. ACP President-Elect Dr. Mark C. Hutten shared his own experience revitalizing the Illinois Section and explained how that experience guided him toward ACP national leadership. ACP President Dr. Stephen I. Hudis discussed the organizational composition of the ACP and ACPEF, giving further explanation of how sections fit in that structure and tie into the current strategic plan.

The event was sponsored by Nobel Biocare and the ACP Education Foundation. In addition to the robust presentations and discussions, Nobel Biocare provided tours of their facility and hosted presentations from their leadership and Dr. Sundeep Rawal. Dr. Hudis closed the workshop with a group discussion on trends and issues impacting state sections. Section leaders were able to share the successes of their sections and provide suggestions to overcome obstacles that other sections may be encountering. The ACP Central Office will work closely with attendees and other section leaders to develop helpful tools and strategies to improve section engagement and value for our members.

The workshop will be held again in 2021.



*The inaugural ACP Section Leadership Workshop was an excellent opportunity for private practitioners and educators to discuss the future of our specialty. The course was very well-structured with a lineup of speakers that allowed for the surge of ideas and discussion. I enjoyed the open discussions and hearing about what other sections are doing to engage prosthodontists in their areas. I found effective the constant engagement between the speakers and the attendees and the active learning activities held by the speakers. I enjoyed the weekend workshop very much and look forward to exchanging ideas with the other section officers in the near future.*

Dr. Paola Saponaro, Ohio Section



Section officers and emerging leaders tour the Nobel Biocare facility in Yorba Linda, CA, and engage in discussions on issues impacting state sections.



*I would like to thank the ACP, with support from Nobel Biocare, for bringing together leaders from ACP sections for such a robust training program. It has increased my understanding of strategic focus, fiduciary responsibility, engagement, and retention. It has also enhanced my understanding of section leadership planning and will help prepare the next generation of state leaders. It was eye-opening for a small ACP section like Iowa to see how leaders of big sections are managing their duties and finding ways to bring everyone together for meetings and events. I thought it was a very successful workshop, and helped us set goals and develop plans to get started to work more efficiently to maintain a strong specialty!*

Dr. Omar Alburawi, Iowa Section

Thank you to the section officers and emerging leaders that attended the Section Leadership Workshop:

**Alabama**

Ramakiran V. Chavali, BDS, MS, President  
Miyoung Kim, DMD

**Connecticut**

Damon T. Jenkins DMD, MPH, Vice President  
Ajay K. Dhingra, MSD, FACP

**Iowa**

Omar S. Alburawi, BDS, Vice President  
Salahaldeen Abuhammoud, DDS, MS, FACP

**Kentucky**

Ahmad M. Kutkut, DDS, MS, President  
Brandon M. Stapleton, DMD, MDS

**Louisiana**

Karen J. Bruggers, DDS, MS, President

**Massachusetts**

Aram Kim, DMD, FACP, President  
Hesham M. Nouh, BDS, DSc

**Missouri**

Daniel Ben Yehuda, DDS, MS

**New York**

Alper Çomut, DMD, DMSc, President  
Gary A. Nord, DMD, FACP

**Ohio**

Shereen S. Azer, BDS, MSc, MS, FACP, President  
Paola C. Saponaro, DDS, MS, FACP

**Virginia**

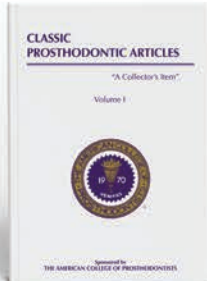
Charlson Choi, DDS, MSc, President  
Rami Ammoun, DDS, MS ■

Special thanks to Nobel Biocare and the ACP Education Foundation for supporting the Section Leadership Workshop:

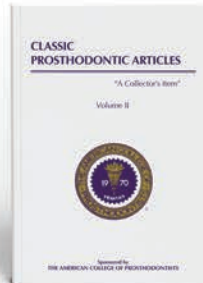


# Essential Books on Prosthodontics

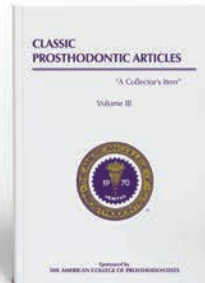
hardcovers



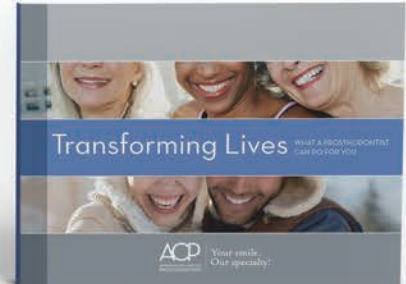
*Classic Prosthodontic Articles Volume I*  
\$35/\$100 for three-volume set



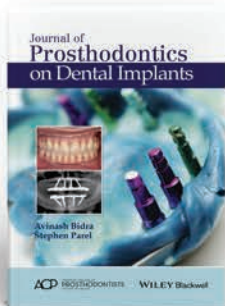
*Classic Prosthodontic Articles Volume II*  
\$35/\$100 for three-volume set



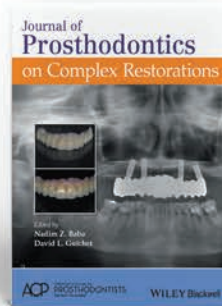
*Classic Prosthodontic Articles Volume III*  
\$35/\$100 for three-volume set



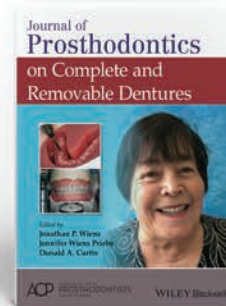
*Transforming Lives: What a Prosthodontist Can Do For You*  
\$79.99



*Journal of Prosthodontics on Dental Implants*  
\$75/\$230 for three-volume set



*Journal of Prosthodontics on Complex Restorations*  
\$75/\$230 for three-volume set



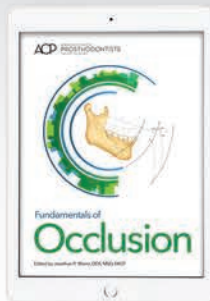
*Journal of Prosthodontics on Complete and Removable Dentures*  
\$99/\$230 for three-volume set



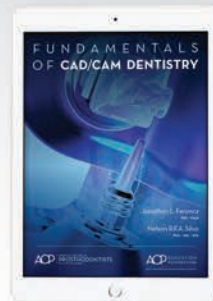
*Prosthopedia*  
\$79.99

Order online at [Prosthodontics.org](http://Prosthodontics.org)

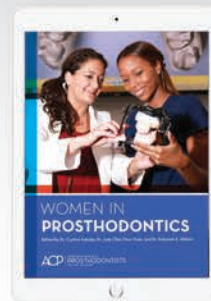
ebooks



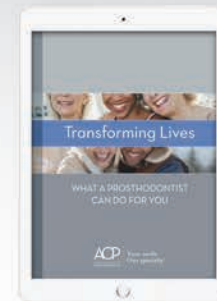
*Fundamentals of Occlusion*  
\$79.99  
Apple iBooks, Amazon Kindle



*Fundamentals of CAD/CAM Dentistry*  
\$9.99  
Apple iBooks, Amazon Kindle



*Women in Prosthodontics*  
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*Transforming Lives: What a Prosthodontist Can Do For You*  
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Your smile.  
Our specialty.®

# What is leadership?

Stephen I. Hudis,  
DDS, FACP  
ACP President

There is much discussion concerning leadership today. An internet search of the word 'leadership' yields hundreds, if not thousands, of quotes from individuals across the world. Their advice ranges from inspiring, to potentially irrelevant, and yet my bookshelves are still filled with volumes on leadership.

At the beginning of 2019, the ACP and the ACP Education Foundation unveiled a shared vision and strategic plan to shape the future of the specialty. This plan has five main Strategic Priorities:

1. Increase Member Engagement
2. Enhance the Quality of Care to Improve Patient Outcomes
3. Create a Leadership Development Program
4. Position the Specialty as a Leader
5. Maintain Organizational Sustainability and Viability

While two of the priorities specifically mention leadership, to me, leadership permeates all five of the Strategic Priorities. Over 60% of ACP members are private practitioners. For them, leadership means advocating for them as specialists and business owners. Working with the ADA on changes in CDT coding in an ever-changing world of health care delivery, and supporting congressional legislation in support of access to care.

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ACP and ACPEF Vision: Everyone can enjoy the confidence, fullness of life, and overall well-being that comes from a healthy mouth and an attractive smile.

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To support private practitioners and help them be leaders in their office, the College launched the inaugural Practice Management Course last summer, with the generous support of the ACPEF. This year the course will be expanded to include a full-day billing and coding workshop, and the ACP is set to release an online financial literacy course this spring.

Leadership at the federal level includes having representatives advocating for prosthodontics on national committees and task forces. This has resulted in tangible outcomes, for instance supporting changes in CODA has greatly expanded the scope of education in implant dentistry, and working with other specialties and advocacy groups to increase licensure mobility.





Increase  
Member  
Engagement



Enhance  
Quality of Care  
to Improve  
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Create  
Leadership  
Development  
Program



Position  
the Specialty  
as a Leader



Maintain  
Organizational  
Sustainability  
and Viability

Educators are training the next generation of prosthodontists. The Digital Dentistry Curriculum has set the standard for learning in the digital world. Support of research continues to expand the knowledge base in prosthodontics. The College continues to provide a voice for prosthodontists in the federal services.

With the support of the ACPEF, all prosthodontic residents are student members of the College. Today's resident are tomorrow's private practitioners, researchers, committee members, and officers. In sum they are our future. We have a fiduciary responsibility to leave the specialty better than the way we found it.

Through the generous support of Nobel Biocare and the ACPEF, the College launched the inaugural Section Leadership Workshop. Section leaders were invited to apply for the workshop, with the requirement that they bring an emerging leader with them from their section. You can read about this workshop and learn about this strategic priority in action, in this issue of the *ACP Messenger*.

At the workshop, president-elect Dr. Mark Hutten shared a graph that depicted different pathways to leadership of various past presidents of the ACP. Some first got involved with the ACP by competing in the Sharry competition, while others were involved in their state section, and even on different committees and task forces. It was clear from his presentation that there is no single path that defines 'leadership' and no one position that makes someone a 'leader.'

As our Immediate Past President Dr. Nadim Z. Baba has often said, "We are only here for a brief time, but the College will be here after we have left." For me, leadership is making sure that I make it better for the next generation, as they are the future of the specialty. ■

To read the entire Strategic Plan, visit [Prosthodontics.org/about-acp/](http://Prosthodontics.org/about-acp/)

# Be part of the process

Karen Bruggers,  
DDS, MS  
ACPEF Chair

The American College of Prosthodontists Education Foundation recently welcomed new Chair Dr. Karen Bruggers. Learn more about her and what she has planned for the Foundation and the specialty.

I would like to introduce myself as I take on the role of Chair of the ACP Education Foundation. I am lucky to be following the position previously held by Dr. Leonard Kobren, who along with the Drive for a Million Committee, led by Honorary Chair Dr. Susan E. Brackett and Chair Dr. Sundeep Rawal, raised over \$1.1 million in pledges for the Foundation.



I have been a member of the ACP since I started my residency at the University of North Carolina in 1986.

I became involved in several committees and was asked to join the Foundation Board in 2007, where I served as Secretary until 2017. I was asked to rejoin the ACPEF Board of Directors in 2018 as Vice Chair, and in February 2020 I officially was installed as Chair of the Foundation.

I am currently the Chair of the Department of Prosthodontics at Louisiana State University Health Sciences Center New Orleans School of Dentistry, which is also where I received my DDS along with an AS in Dental Laboratory Technology. I then received my certificate and MS in Prosthodontics from UNC School of Dentistry in 1988. I recently returned to full time education and to New Orleans, after 30 years in a solo private practice limited to prosthodontics in Cary, NC.

I will be the first to tell you I am not a natural at asking people to give money to anything. However, when the endeavor you are working on is something you believe in, you understand the need to ask your colleagues, friends, and family to join you in support of that project. I feel that way about the ACP Education Foundation.

I have seen our College grow from a small group working out of an office in San Antonio, to now being the voice of our specialty. Our College is the reason we can call ourselves prosthodontists.

As a specialty, we are leaders in dental education, industry, research, and patient care. To maintain our position as leaders we must support the College and the Foundation's goals of resident memberships and research grants, faculty support through the educators conference, the financial literacy program for dental professionals to name a few. These programs help all of us and we all need to be a part of the process.

The Foundation Board of Directors, along with all of our volunteers, look forward to meeting with you all and working to achieve our collective vision of a strong and empowered specialty. ■



Dr. Bruggers receiving the ACPEF Founders Society Award at the 2017 ACP Annual Session in San Francisco.

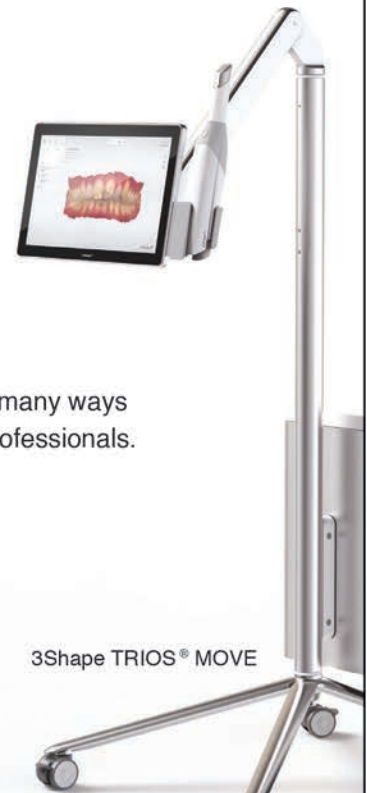
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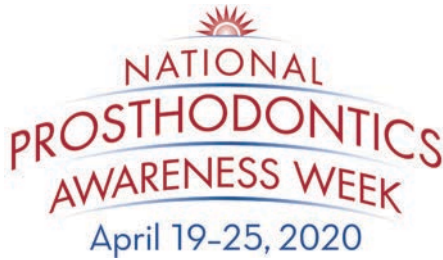
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### Share Your NPAW Success

This year National Prosthodontics Awareness Week is April 19-25. Congratulations to all of our members who hosted and participated in events and activities for NPAW 2020. We're excited to find out what you did to celebrate, or what you're still planning on doing.

Please remember to submit a report of your activities, including pictures here: [surveyMonkey.com/r/NPAW2020](https://surveyMonkey.com/r/NPAW2020)

Together, we've raised public awareness and advanced the specialty.

### Latest from the Journal of Prosthodontics

The *Journal of Prosthodontics* has unveiled their new cover. This new design was first debuted in January and features the ACP's 50th anniversary logo.

The *Journal* will once again recognize top articles for the year through the *Journal of Prosthodontics* Awards Program. The Awards Committee, led by Associate Editor-in-Chief Dr. Sharon Siegel, will select the winning articles for the categories of Best Clinical Case Report/Technical Report, Best Review Article, and the David A. Felton Clinical/Basic Science Award. Submissions received between Aug. 2019 and July 2020 will be considered.

Winning articles receive a cash price, recognition in an issue of the *Journal*, and the authors will have an opportunity to share their opinions regarding the importance of their work to the field.

If you or your colleagues have research or an intriguing clinical report you think would make a good article, and would like to be considered for the *Journal of Prosthodontics* Awards Program, please submit online. If you have any questions, please contact Rachel Yehl, Managing Editor of the *Journal of Prosthodontics* at [ryehl@prosthodontics.org](mailto:ryehl@prosthodontics.org).



### Digital Dentistry Symposium in Chicago



The ACP's sixth Digital Dentistry Symposium hosted a crowd of over 130 attendees in Chicago, Feb. 18-19.

Program Chair Dr. Mark Ludlow and the Digital Dentistry Symposium task force put together a unique program that featured hands-on workshops, a panel with live audience response, product theater demonstrations, and highlighted practical 'Solutions and Strategies for Success.' Attendees included prosthodontists, general dentists, lab technicians, residents, and other dental professionals from all over the world.

Thank you to AvaDent, Dentsply Sirona, Straumann, Zimmer Biomet, Ivoclar Vivadent, 3Shape, Nobel Biocare, Henry Schein, and SprintRay for their sponsorship of this program.



## ACP Represented at ASDA Annual Session

Dr. Minaal Verma represented the ACP at the 2020 Annual Session of the American Student Dental Association, which brought nearly 500 dental students to St. Louis, March 4-7.

This conference is a source of personal and professional development: career planning, business and financial leadership, advocacy, professional issues, chapter leadership, and management. This meeting is the official gathering of ASDA's House of Delegates, where policies are set and leaders are elected.

Students who dropped by the booth learned about prosthodontic residency programs, careers in prosthodontics, and the benefits of ACP student membership. Dr. Verma is an assistant professor in the Department of Restorative Dentistry at Southern Illinois University School of Dental Medicine. She shared her experience and enthusiasm for the specialty with prospective prosthodontists.

## Welcome New Members

*December 2019 – February 2020*

### New Member

Dr. Jenny Son

### Reinstated Members

Dr. Jonathan X. Esquivel  
 Dr. Gustavo A. Leal  
 Dr. Luis J. Rueda  
 Dr. Audrey M. Selecman  
 Dr. Seyed Majid Tofighbakhsh  
 Dr. David Vaknin  
 Dr. Richard S. Vanni, Jr.

### Reinstated International

**Member**  
 Dr. Michael Yang

### New Resident Members

Dr. Betty Kuang  
 Dr. Sandrine Lam  
 Dr. Junaid Rajani

### New Academic Alliance Affiliate

Dr. Bernard R. Hurlbut

### New Global Alliance Affiliate

Dr. Sree Vidya Lagisetty

### Reinstated Global Alliance Affiliate

Dr. L. Marcela Ibarra

### New Predoctoral Alliance Affiliates

Mr. Johnathan R. Barry  
 Ms. Margot A. Beerman  
 Ms. Victoria P. Boraski  
 Ms. Julia E. Daigle  
 Mr. Jacob E. Derrickson  
 Mr. Shawn A. Dua  
 Ms. Anne M. DuBois  
 Ms. Abby A. Earles  
 Mr. Cecil F. Fruge  
 Mr. Lukas Gilevicius  
 Ms. Caroline Grand  
 Ms. Emily A. Hebert  
 Mr. Tyce A. Hebert  
 Ms. Perla Hernandez  
 Mr. Ryan T. Hoang  
 Ms. Leslie R. Juban  
 Ms. Alicia N. Kennedy  
 Ms. Annie M. Kurtz  
 Ms. Allyn L. LaCombe  
 Ms. Amy Malakoff

Ms. Allie N. Mayo  
 Ms. Mandie M. Melancon  
 Mr. Stephen A. Migliore  
 Mr. John E. Morse  
 Ms. Gina T. Nguyen  
 Ms. Thanh Thi Julie D. Nguyen  
 Mr. Joonho Phiyo  
 Ms. Delena H. Phung  
 Mr. Alvin J. Rattle  
 Ms. Jillian C. Richardson  
 Mr. Spencer C. Roark  
 Ms. Emily A. Robért  
 Ms. Fatima O. Saeed  
 Mr. Gerard Scannell  
 Ms. Olivia A. Stassen  
 Ms. Alanna A. Stewart  
 Ms. Rebecca P. Tatum  
 Ms. Brook T. Thibodeaux  
 Ms. Jennifer M. Thien  
 Mr. Jonathan C. Toland  
 Ms. Ashley N. Vu  
 Ms. Bailey A. Walker  
 Mr. Louis M. Webre

## Upcoming Events

### Dental to Medical Billing and Coding Workshop

Aug. 14  
 Chicago  
[Prosthodontics.org](http://Prosthodontics.org)

### Practice Management

**Course**  
 Aug. 15  
 Chicago  
[Prosthodontics.org](http://Prosthodontics.org)

### Prosthodontic Review

**Course**  
 Sept. 11-12  
 Chicago  
[Prosthodontics.org](http://Prosthodontics.org)

### 50th Annual Session

Nov. 4-7  
 New Orleans  
[ACP50.com](http://ACP50.com)

## Job Opportunities

### Arkansas (Fayetteville) - Ozark

Prosthodontics has an immediate opening due to significant growth in patient treatment. We currently have 3 surgical prosthodontists and are looking to add more. Our clinic & our laboratory uses state of the art digital technology. We understand, and are very successfully using medical insurance to help patients receive very necessary treatment, by reducing their out of pocket expenses. Experience placing implants is highly recommended because the vast majority of our treatment plans involve implant retained/supported restorations. If you are sincerely interested in learning more about us, please contact Dean McNeel (mcneel@ozarkpros.com) and visit ozarkpros.com.



Canada (University of Saskatchewan) - The College of Dentistry invites applications from qualified individuals for a full time tenure-track position in Prosthodontics. This position includes teaching, scholarly activity, and administrative work for 4 days a week, with one remaining day available for private clinical practice. The successful candidate will be required to deliver didactic, pre-clinical and clinical teaching; supervise student research projects; initiate, lead and participate in research activities; compete successfully for external funding to support their research program; and undertake relevant administrative activities including meetings and committee work. Opportunity to engage in the College's faculty practice is available.

We seek candidates who possess the following attributes: postgraduate specialty training in Prosthodontics from a CODA or CDAC accredited postgraduate Certificate, Masters or PhD program; Fellow of the Royal College of Dentists of Canada or eligible to take the National Dental

Specialty Examination; a strong or emerging research program; demonstrated effective classroom and clinical teaching skills and mentorship; and effective interpersonal and communication skills. Preference will be given to those who have passed the National Dental Specialty Examination in Prosthodontics administered by the Royal College of Dentists of Canada. Candidates must be licensed or eligible for licensure by the College of Dental Surgeons of Saskatchewan (CDSS) and are encouraged to familiarize themselves with Saskatchewan licensing requirements: [saskdentists.com/licensing](http://saskdentists.com/licensing).

Salary bands for this position are as follows:  
Assistant Professor: \$94,459 to \$113,509;  
Associate Professor: \$113,509 to \$132,559;  
and Professor \$132,559 to \$154,784

Independent of rank, a starting salary above the standard salary bands is possible in rare and exceptional circumstances pursuant to Article 18.2.6.12 of the 2014-2017 USFA Collective Agreement (see: [http://www.usaskfaculty.ca/?attachment\\_id=3298](http://www.usaskfaculty.ca/?attachment_id=3298)). This position includes a comprehensive benefits package which includes a pension plan, dental, health and extended vision care plan, life insurance (compulsory and voluntary), academic long term disability, sick leave, travel insurance, death benefits, an employee assistance program, a professional expense allowance, and a flexible health and wellness spending program.

Interested candidates must submit, via email, a cover letter; detailed curriculum vitae; three letters of reference in support of your application; a one page teaching statement that describes your teaching experience and philosophy; a concise research statement describing your research program; and, proof of education including undergraduate and graduate degrees to:

Dr. Doug Brothwell, Dean  
College of Dentistry, GA10.14, Health Sciences A-Wing  
107 Wiggins Road, Saskatoon SK S7N 5E5 Telephone (306) 966-5121 Fax: (306) 966-5132 email: [entfacultysearch@usask.ca](mailto:entfacultysearch@usask.ca)

Review of applications will begin January 15, 2020; however, applications will be accepted and evaluated until the position is filled. The anticipated start date is March 1, 2020.

The University of Saskatchewan's main campus is situated on Treaty 6 Territory and the Homeland of the Métis. The University of Saskatchewan is located in Saskatoon, Saskatchewan, a city with a diverse and thriving economic base, a vibrant arts community and a full range of leisure opportunities. The University has a reputation for excellence in teaching, research and scholarly activities and offers a full range of undergraduate, graduate, and professional programs to a student population of over 25,000.

Due to federal immigration requirements, we also ask candidates to indicate whether they are Canadian citizens, permanent residents, or are otherwise already authorized to work at this position for the duration of the appointment, with an explanation if this last category is indicated.

The University of Saskatchewan is strongly committed to a diverse and inclusive workplace that empowers all employees to reach their full potential. All members of the university community share a responsibility for developing and maintaining an environment in which differences are valued and inclusiveness is practiced. The university welcomes applications from those who will contribute to the diversity of our community. The university must, however, comply with federal immigration requirements. All qualified candidates are encouraged to apply; however, Canadian citizens and permanent residents will be given priority.

**District of Columbia** - Due to rapid growth, surgical prosthodontist who has inserted and restored over 3,000 implants is seeking an associate to become a partner in our very dynamic, upscale practice in prestigious Friendship Heights -Chevy Chase MD section of Washington DC. In-house lab with full-time ceramist and top end staff

who, on average, have been with us for over 14 years servicing great clientele, strictly on a fee for service basis. All the latest digitals: CBCT, Intraoral Scanner, 3Shape D2000 lab scanner with design software, and Simplant CBCT planning software. We are known for problem-solving reconstructive and implant cases and impeccable cosmetic makeovers custom fabricated by our technician. Must be patient-centric and want to be the best. Will mentor all areas of reconstruction, implant surgery and restoration, and practice management to assure your success. Please submit CV to lfazli@pdwdc.com.



**Florida (Fort Lauderdale)** - College of Dental Medicine, Nova Southeastern University, Ft. Lauderdale Florida Faculty Position #998803-Faculty/Rank TBD, Department of Prosthodontics

The College of Dental Medicine at Nova Southeastern University is seeking applications for a full-time position at the assistant/associate professor level in the Department of Prosthodontics. Responsibilities will include didactic, clinical teaching, service and research and mentorship in all areas of comprehensive care and general dentistry in the pre-doctoral clinic in particular treatment planning and prosthodontic dental treatment; may be given administrative duties. Academic rank and salary will be commensurate with qualifications and experience. Position is available immediately.

Position requirements: DDS/DMD or equivalent. Preferred qualifications: Advanced training in Prosthodontics as well as experience in teaching in the pre-doctoral level; Certificate in Prosthodontics from an ADA accredited University.

For consideration and more information, applicants must apply online at nsujobs.com to position #998803.

**Florida (Naples/Marco Island)** - Engle Dentistry has been offering multi-specialty dental care to the Naples and Marco Island, Florida area since 2000. They are looking for an experienced prosthodontist. Their offices include a brand new 9,200 sq. ft. facility in Midtown Naples and 4,100 sq. ft. office in Marco Island. Please submit resume to Nancy Nycum, Operations@engledentistry.com or (239) 537-6611.

**Georgia (Tucker)** - State of the Art Prosthodontic & Maxillofacial Prosthetic practice is seeking Maxillofacial Prosthodontist for Associateship to Partnership. Visit Orofacialcenter.com for info. Email jamesadavisjrmd@gmail.com, or call 678-858-2383. Will consider training prosthodontist if has sufficient art skills and interest in the field.



**Kentucky (University of Louisville)** - Prosthodontics Program Director The Department of Rehabilitative & Reconstructive Dentistry, Division of Prosthodontics, is seeking qualified applicants for a full-time position as Program Director of the Graduate Prosthodontics Residency Program. Academic rank and salary will be commensurate with qualifications and experience. Applicants must possess a DDS or DMD degree or equivalent, and be eligible for licensure in the Commonwealth of Kentucky, Candidates must have completed a formal training program in Prosthodontics from a CODA-accredited institution, and be Board Certified.

Successful applicants will become part of the department's dynamic and contemporary predoctoral and postdoctoral teaching team. All successful candidates will be expected to participate In the School's intramural practice.

Successful applicants will be joining a department committed to a high-quality educational program with a progressive

undergraduate, and postgraduate curriculum. Applicants should apply on-line to Job #36086 at [www.louisville.edu/jobs](http://www.louisville.edu/jobs), and should submit a letter of interest and the names of three professional references plus curriculum vitae to:

Anna Hinton, HR Director  
[anna.hinton@louisville.edu](mailto:anna.hinton@louisville.edu)

**Equal Employment Opportunity**  
The University of Louisville Is an equal opportunity, affirmative action employer, and is committed to providing employment opportunities to all qualified applicants without regard to race, sex, age, color, national origin, ethnicity, creed, religion, disability, genetic information, sexual orientation, gender, gender identity and expression, marital status, pregnancy, or veteran status. If you are unable to use our online application process due to an impairment or disability, please contact the Employment team at [employment@louisville.edu](mailto:employment@louisville.edu) or 502.852.6258.



**Kentucky (University of Louisville)** - Full-Time Assistant Professor - Prosthodontics The Department of Rehabilitative and Reconstructive Dentistry, is seeking qualified applicants for a full-time Assistant Professor position. Academic rank and salary will be commensurate with qualifications and experience. Applicants must possess a DDS or DMD degree or equivalent, and be eligible for licensure in the Commonwealth of Kentucky. Candidates must have completed a formal training program In Prosthodontics from a CODA-accredited institution. Successful applicants will become part of the department's dynamic and contemporary predoctoral and postdoctoral teaching team. All successful candidates will be expected to participate in the School's intramural practice. Successful applicants will be joining a department committed to a high-quality educational program with a progressive undergraduate, and postgraduate curriculum,

Applicants should apply on-line to Job ID: 38761 at [www.louisville.edu/jobs](http://www.louisville.edu/jobs) and submit a letter of interest (including date of availability, and the names of three professional references) plus curriculum vitae to:

Anna Hinton, HR Director  
[anna.hinton@louisville.edu](mailto:anna.hinton@louisville.edu)

#### Equal Employment Opportunity

The University of Louisville is an equal opportunity, affirmative action employer, and is committed to providing employment opportunities to all qualified applicants without regard to race, sex, age, color, national origin, ethnicity, creed, religion, disability, genetic information, sexual orientation, gender, gender identity and expression, marital status, pregnancy, or veteran status. If you are unable to use our online application process due to an impairment or disability, please contact the Employment team at [employment@louisville.edu](mailto:employment@louisville.edu) or 502.852.6258.

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**Maine (Portland)** - The University of New England College of Dental Medicine invites applications for full-time clinical track positions in Prosthodontics (Assistant/ Associate Professor).

Grounded in our mission to “improve the health of Northern New England and shape the future of dentistry through excellence in education, discovery and service,” our college continues to mature into one of the most innovative and exciting dental education programs available. The UNE College of Dental Medicine exemplifies an environment that is creative, humanistic, promotes professionalism, and cultivates diversity. The College maintains a commitment to providing excellent oral health care in a clinical learning environment, which is patient centered rather than procedure oriented.

Candidates must demonstrate a passion for dentistry and a strong desire to teach students in a demanding, fast-paced, academic environment. Candidates must demonstrate the ability to contribute to and participate

in a humanistic environment of learning and discovery. The successful candidate is expected to be able to provide direct clinical supervision of predoctoral dental students and to provide clinical care in the group practice. Salary and rank will be commensurate with experience. Interviews of qualified candidates will begin immediately and continue until the position is filled.

Qualified candidates must possess a DDS / DMD degree, or international equivalent, completion of an advanced education program in prosthodontics and be eligible for or Board Certified as a Diplomat of the American College of Prosthodontists. The candidate must be licensed, or be eligible for full/faculty license in Maine and have successful completion of the NBDE parts 1 & 2. Didactic and clinical instruction to pre-doctoral students will be the core responsibilities of the position. Apply online at: <https://une.peopleadmin.com/postings/6624>

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**Northern Wisconsin and the Upper Peninsula of Michigan** - Opportunity to Become a Partner of Bay Lakes Center for Complex Dentistry - [BLCCD.COM](http://BLCCD.COM)

Established in 1978, we have built a reputation for quality, compassion, and excellence with a practice limited to prosthodontics. Our practice focuses on comprehensive dental care featuring all phases of implant and reconstructive dentistry. We are searching for a motivated prosthodontist to join our team and transition to a partner.

Both doctors and their wives are avid sportsmen with a passion for fly-fishing and upland game hunting. Enjoy the low housing costs, excellent schools, and friendly community that Northern Wisconsin and the Upper Peninsula of Michigan offer. Potential candidates should have extensive dental implant skills, both surgical and restorative, ability to build relationships

with referring doctors, leadership abilities, and a Certificate in Prosthodontics from a CODA accredited postdoctoral program. For additional information, please contact Jim Hammond at [jehammon@newnorth.net](mailto:jehammon@newnorth.net)



**South Carolina (Charleston)** - Department of Oral Rehabilitation, Division of Removable Prosthodontics, Medical University of South Carolina, James B. Edwards College of Dental Medicine

The James B. Edwards College of Dental Medicine, Medical University of South Carolina is seeking applications for a full time faculty position in the Department of Oral Rehabilitation, Division of Removable Prosthodontics. The Division provides classroom and clinical instruction for pre-doctoral dental students and AEGD Residents in all areas of removable prosthodontics, to include digital design and prosthesis fabrication. The dentist will work collaboratively within all disciplines of the department and other departments of the College of Dental Medicine in a comprehensive care environment.

Qualified candidates must hold a DDS or DMD degree and Prosthodontics Residency training is preferred but not required. Experience in educational innovation, use of technology in education and computer skills are expected with preference given to those with previous teaching and research experience. Successful applicants should have a South Carolina Dental License or qualify for a teaching license. Salary and rank will be commensurate with experience. Participation in the Dental Faculty Practice for private patient care is expected. MUSC is an EEO/AA employer—minorities and women encouraged to apply. Apply online at <http://academicdepartments.musc.edu/hr/>.



**Tennessee (Memphis)** - Outstanding prosthodontic practice opportunity in the rapidly growing Memphis area. Growing practice is seeking an immediate associate prosthodontist transitioning to a partnership after one year. The Dental Implant Aesthetic Center is located in affluent East Memphis with state of the art office that is paperless and digital. CBCT, surgery suites, expansive operatories, conference center, in-house dental laboratory and oral surgeons on staff. Our office has a large referral base and maintains prominence as the leader in reconstructive dentistry and all phases of implant dentistry in the Mid-South. Enjoy the low housing costs, excellent schools, and vibrant community living that Memphis is known for. Please email resume to [cwschulter@aol.com](mailto:cwschulter@aol.com) or call 901-435-0980 for more information.



**Texas (Houston)** - Midtown Dentistry searching for our future partner. Midtown Dentistry has an opening for a future partner. An upscale dental group with five offices in Houston. State of the art digital technology. Known for our patient-driven service and loyal team. You must be a super-dentist willing to provide all phases of dentistry, with emphasis on prosthodontics. All areas of general dentistry, reconstruction, implant surgery, oral surgery, aligners. This is a one-year partnership track. We will mentor you to become a super dentist and a fearless partner and leader. Please submit CV to [drpenchas@midtowndentistry.com](mailto:drpenchas@midtowndentistry.com)

**Texas (Dallas-Ft. Worth)** - Solo Private Practice seeks ambitious, strong work ethic, high quality oriented Prosthodontist-Associate leading to Partnership. Low volume/ high production practice. Great opportunity in one of the strongest economies in the country. Visit [dentalimplantcenter.com](http://dentalimplantcenter.com) Email: [david\\_mcfadden\\_dmd@yahoo.com](mailto:david_mcfadden_dmd@yahoo.com)

## Practices for Sale

**Arizona (Phoenix/West Valley)** - Established 34-year-old prosthodontic specialty practice in Phoenix, Arizona looking for an associate transitioning to ownership or immediate ownership. Full spectrum of prosthodontic services offered. Implant based care a major portion of treatment including surgical placement, adjunctive grafting and enhancement procedures. One million plus collections for over sixteen years. Fee for service, no HMO, PPOs or insurance contracts. Dentrix office management, digital radiography, and 3Shape lab scanner. Owner will remain per request of new doctor in transition and/or mentor surgical skills for implant based procedures. Enjoy year-round outdoor activities in one of the fastest growing cities in the United States. Contact Fred Heppner, [fredh@arizonatransitions.com](mailto:fredh@arizonatransitions.com), (480) 513-0462 or text owner at (602) 757-0454.

**California (North San Diego County)** - Prosthodontic practice in North San Diego County. Successful FFS practice for over 50 years, with current prosthodontist owner since 1999. 4 full equipped operatories in 2200 sq. ft., beautifully designed environment in stand alone building, with ample parking, and room for expansion. Experienced, highly qualified removable prosth technician in building. 760-443-3603

**California (Palm Springs)** - Palm Springs, CA Practice for Sale. This beautiful implant-centric practice in the Palm Springs Metro Area of CA is on the market!

- Four fully equipped operatories with expansion opportunity
- Collections of \$2 million
- Adjusted EBITDA of \$715,000
- 2,000 active patients
- High-end, desirable practice in gorgeous setting

To receive a copy of the prospectus, contact Kaile Vierstra with Professional Transition Strategies via email: [kaile@professionaltransition.com](mailto:kaile@professionaltransition.com)

**California (Roseville)** - Prosthodontic practice with 40 year history in the greater Sacramento area. The office is located near a busy intersection. The office consists of 1800 sq. ft. with 4 ops, an x-ray area, a private office, consultation room, large laboratory and a staff lounge. Part of the laboratory can be converted into a surgical operating room. Currently work 4 days a week from 8 to 4 (7.5 hrs.) The practice average production is 1.3. Last year at 1.6. Building is owner occupied with one tenant and can be part of the practice purchase. Utilizes Dentrix SW, new Nomad digital x-ray and a digital pan. Will work back in practice during transition if purchasing dentist requests it. Currently there is an in house periodontist that provides some of the implant surgeries. There is a significantly greater implant surgical opportunity for those with the proper skill set. Located close to ocean, Lake Tahoe, Sierra skiing, Folsom lake, Napa wine country and historic gold country. Please send CV to [binondds@gmail.com](mailto:binondds@gmail.com). Or call 916 786 6676

**California (San Diego)** - Beautiful San Diego, CA Practice for Sale

- All offers considered!
- 5 operatories
- Collections over \$3.1M
- SDE nearly \$870,000 500 active patients with ~50 new patients per month

Incredibly aesthetic practice- really a must see! Receive a prospectus by contacting Kaile with Professional Transition Strategies via email: [kaile@professionaltransition.com](mailto:kaile@professionaltransition.com)

**District of Columbia** - The practice was established in 1991 in North West of Washington, DC in the highly desirable neighborhood with current owner with 3 fully digital equipment operatories in 1200 sf beautifully designed in a professional medical building with ample parking. The practice is strictly 100% fee for the service with no insurance arrangement. For more information please send a cover letter and current CV to [prosthodontist.washington@gmail.com](mailto:prosthodontist.washington@gmail.com).

**Florida (Lady Lake)** - Prosthodontic practice for sale in The Villages, Lady Lake, FL, Florida's Friendliest Hometown. Owner needs to retire because of health issues. Sees patients 3 days a week, 5 hrs. each day, 15 hrs. a week. Will gross from \$350,000 to \$400,000 a year. Successful fee for service practice since 2003, no contracted plans with insurance companies. 2 fully equipped operatories with a fully equipped laboratory in a 1200 sq. ft. office space. Has an iTero imaging scanner, a Scan X digital radiograph scanner, Biolase, and a Panorex. For more information: Tel. 352-259-6646 or Email: [davilaprosth@hotmail.com](mailto:davilaprosth@hotmail.com).

**Massachusetts (Williamstown)** - Located in idyllic college town of Williamstown, Massachusetts. T.H.E. designed four-operator, 2,000 sq. ft., modern office in

standalone building with rental apartment or possible expansion. Successful, solo, fee-for-service practice of 39 years. Desire to sell with flexible options to remain active in transitioning, mentoring, and collaborating on part-time basis. Contact [jkleedermamd@gmail.com](mailto:jkleedermamd@gmail.com)

**Minnesota (Minneapolis)** -

- Successful fee for service practice for 17 years
- Full spectrum of prosthodontic services offered
- \$896,000 in collections (2018)
- 630 active patients, 10-12 new patients per month
- Beautiful 1,631 square foot office in convenient location

Please contact Minnesota Transitions at 952-297-8308 or [info@mntransitions.com](mailto:info@mntransitions.com) to receive a detailed practice prospectus.

**New York (Finger Lakes Region)** - Very profitable Prosthodontic practice for sale in Finger Lakes Region of NYS. Enjoy wonderful outdoor recreation including boating, skiing, fishing, hiking and the cultural variety of symphony, opera and SU Division 1 sports while owning an incredibly productive and profitable practice. Located in a quaint riverfront suburb of Syracuse, this practice consistently collects >2.6M while working four days per week and 13 weeks vacation. CBCT, Digital, Laser all part of the usual work flow. For more information, contact the owner at 315.877.5056.

**New York (Manhasset)** - PRACTICE FOR SALE: Retiring Prosthodontist seeks a Prosthodontist or advanced restorative dentist for sale and ownership. Large, highly successful fee for service practice. Recently redone state of the art, 7 op facility in Manhasset, New York. Truly a life altering opportunity for right individual. Please contact Vanessa at [office@smilesavers.com](mailto:office@smilesavers.com)

**North Carolina (Wake County)** -

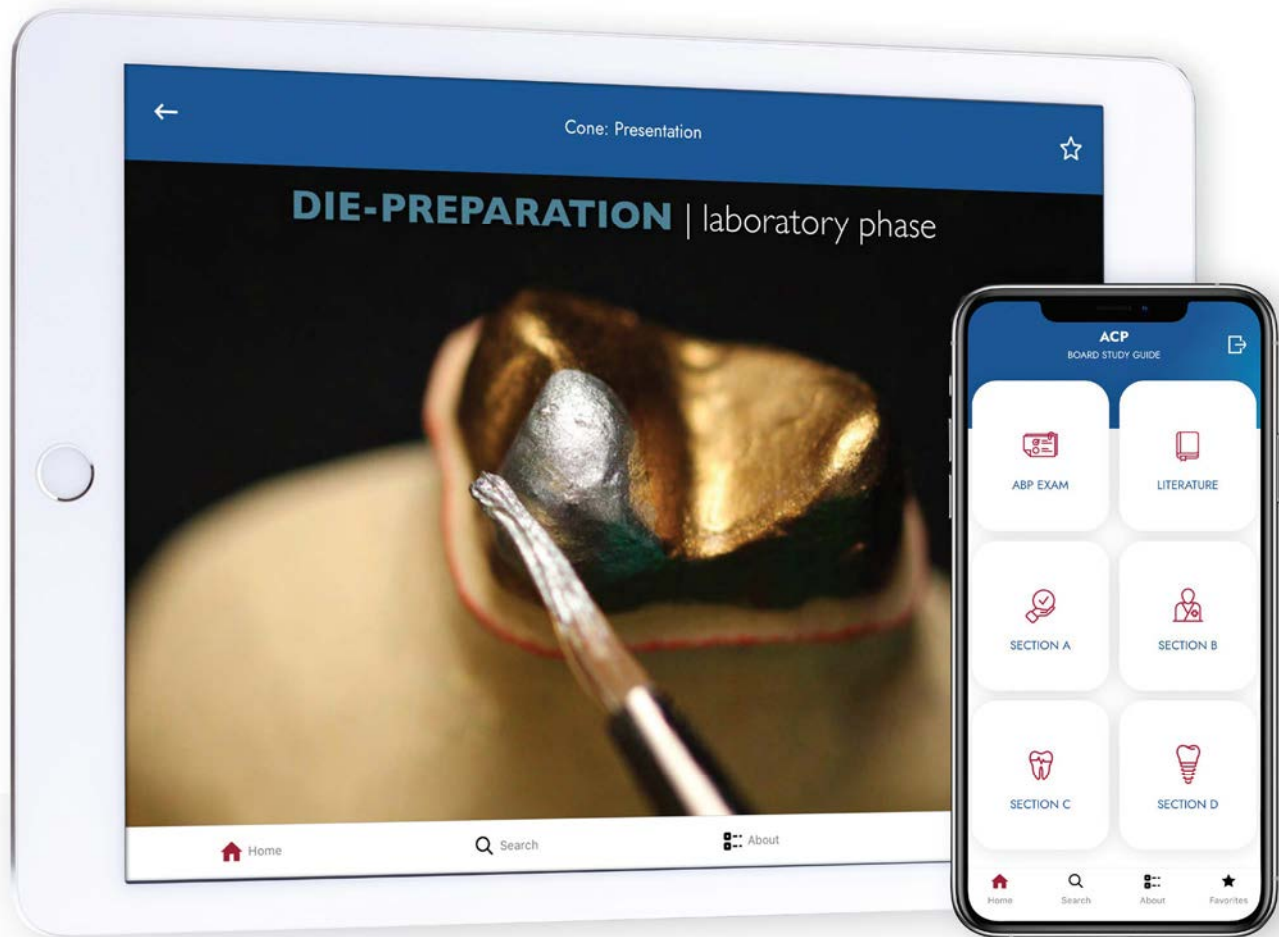
Prosthodontic Practice with 2 equipped ops and 1 additional plumbed. The office has digital X-rays, Trios Scanner, and Dentrrix. Fee-For-Service with loyal patients and solid new patient flow. For details contact Henry Schein Professional Practice Transition Sales Consultant Lindsey Ingram, 919-316-8537, [Lindsey.ingram@henryschein.com](mailto:Lindsey.ingram@henryschein.com). #NC193

**Texas (Austin)** - Great opportunity to live/work in Austin, Texas. Established Prosthodontic practice providing full scope of prosthodontic care - dental implants, esthetic dentistry and dental sleep medicine. Practice space is <5 years old, 2000 sq ft, outfitted with new, state of the art dental equipment, electric handpieces, and Adec delivery systems. Located in a high-growth area of Austin, 15 minutes from downtown. Extraordinary revenue growth year over year. Great relationships with specialists in the community and work closely with Oral Surgeon neighbor next door. Perfect for someone who loves what they do, loves their patients and would be a great fit for our patient focused team. If you are looking for a great office that has an outstanding reputation in the dental community, this is your opportunity. List price \$971,000.

For a confidentiality agreement/NDA please email Traci Lopez at [traci@eandassociates.com](mailto:traci@eandassociates.com).

**Virginia** - Exceptional, State of the Art Virginia Prosthodontic Practice. Well-established 1 Million+ consistent, 100% FFS practice is an excellent opportunity for a Prosthodontist or High-End GP! For more information visit our website [commonwealthtransitions.com](http://commonwealthtransitions.com) and register as a buyer in order to receive details on this opportunity - ID # CV-05

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